

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 OES-03 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 RSC-01 TRSE-00 XMB-02 OPIC-03

SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 AGR-05 /053 W

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P 171105Z JAN 75

FM AMEMBASSY AMMAN

TO SECSTATE WASHDC PRIORITY 3534

INFO AMEMBASSY DACCA PR ORITY

AMEMBASSY NEW DELHI PRIORITY

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DACCA AND NEW DELHI FOR ADMINISTRATOR PARKER

E.O. 11652: N/A

TAGS: EAID, FINV, ETRD, USJOJC

SUBJECT: U.S.- JORDANIAN JOINT COMMISSION MEETING ON ECONOMIC
DEVELOPMENT AND TRADE AND INVESTMENT

REF: STATE 00307

1. IN GENERAL WE AGREE WITH TENTATIVE CONCLUSIONS CONTAINED
IN REFTEL. WE HAVE FOLLOWING ADDITIONAL COMMENTS ON THREE
POINTS WHICH YOU RAISE.

2. REGARDING A, WE AGREE COMPLETELY. FROM THE BEGINNING
WE HAVE VIEWED COMMISSION ESSENTIALLY AS ADDITIONAL FORUM
IN WHICH TO REVIEW OUR ONGOING BILATERAL RELATIONSHIPS. IT
HAS THE VALUE OF PROVIDING GOJ WITH OPPORTUNITY PERIODICALLY
TO PRESENT ITS CASE AT HIGH LEVEL IN USG, BUT IT SHOULD NOT
SUBSTITUTE FOR THE CONTINUING DIALOGUE ASSOCIATED WITH OUR
VARIOUS PROGRAMS AND ACTIVITIES.

3. REGARDING B, AGAIN WE AGREE. THE JOINT COMMISSION
MEETING PROVIDES OPPORTUNITY TO REITERATE US INTEREST IN
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MOVING TOWARDS A DECREASE IN STRAIGHT BUDGET SUPPORT AND

TOWARD AN INCREASED EMPHASIS ON DEVELOPMENT. WE WOULD RECOMMEND, HOWEVER, THAT THE SUBJECT BE APPROACHED IN GENERAL TERMS IN JOINT COMMISSION BECAUSE WE DO NOT THINK IT WILL BE GOOD FORUM FOR DISCUSSING SPECIFIC LEVELS, ETC. IT SEEMS TO US JOINT COMMISSION MEETINGS LEND THEMSELVES TO REVIEW OF PROGRESS AND POLICIES AND IDENTIFICATION OF AREAS OF FUTURE EMPHASIS, ETC., RATHER THAN TO MAKING DECISIONS ON SPECIFIC MATTERS. PARENTHETICALLY, HOWEVER, WE CAN EXPECT GOJ TO PRESS FOR REPORT ON SA LEVELS FOR FY-75, STATUS OF PL-480 TITLE I CONSIDERATIONS, AND PROGRAM MATTERS SUCH AS YARMOUK FEASIBILITY PROPOSAL, SETTLEMENT DEVELOPMENT LOAN, ETC.

4. IT IS IN THE AREA OF TRADE AND INVESTMENT THAT WE FEEL THERE ARE REAL UNCERTAINTIES REGARDING ROLE OF JOINT COMMISSION. AS WORKED OUT WITH GOJ LAST SEPTEMBER, AGENDA PROVIDED SIMPLY FOR DISCUSSION AMONG PARTICIPANTS OF POSSIBLE ROLE OF COMMISSION IN THIS AREA. CROWN PRINCE HASSAN WOULD LIKE TO SEE STRONG EMPHASIS ON PRIVATE SECTOR AND SO WOULD WE. HOWEVER, WE ARE CONCERNED THAT WE NOT EMBARK ON COURSE WHICH WILL AROUSE UNREALISTIC EXPECTATIONS AND UNTIL WE HAVE BEEN ABLE TO DO PREPARATIONS IN TRADE AND INVESTMENT FIELD SIMILAR TO THAT ALREADY DONE IN ECONOMIC DEVELOPMENT SECTION. AS DEPARTMENT, OPIC, AND AID/W REALIZE, CROWN PRINCE PLACED GREAT HOPES IN THE EFFORTS OF THE AGRIBUSINESS COUNCIL. THE COUNCIL SPONSORED SEVERAL VISITS TO JORDAN AND MEETING IN NEW YORK OVER THE PAST TWO YEARS, BUT NOTHING CONCRETE HAS COME OF ALL THIS EFFORT. EVEN THE WILLING SUPPORT AND COLLABORATION OF OPIC AND THE MORE OR LESS FULL TIME ACTIVITIES OF THE GOJ REPRESENTATIVE IN WASHINGTON, JACK O'CONNELL, HAS NOT PRODUCED GREAT DEAL THAT WOULD NOT OTHERWISE HAVE HAPPENED. THUS, WHILE WE WOULD LIKE TO SEE ACTIVE JOINT COMMISSION-SPONSORED EFFORT IN PRIVATE SECTOR AREA, WE THINK IT IS IMPORTANT TO DEVISE AN APPROACH WHICH HAS REASONABLE CHANCE OF PRODUCING CONCRETE RESULTS.

5. WITH REFERENCE TO JOINT COMMISSION MEETING ITSELF, THE AGENDA ITEM DEALING WITH THIS SUBJECT COULD CONSIST LIMITED OFFICIAL USE

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OF PRESENTATION BY GOJ OF ITS POLICIES AND PROGRAMS IN THE PRIVATE SECTOR AND THE AREAS IN WHICH IT WOULD LIKE TO SEE ADDITIONAL PRIVATE INVESTMENT OR INCREASED TRADE. ON U.S. SIDE WE COULD REVIEW RESOURCES AVAILABLE TO STIMULATE US FOREIGN INVESTMENT AND TRADE, SUCH AS OPIC FEASIBILITY STUDIES AND GUARANTEES, EX-IM LOANS, AID TECHNICAL ASSISTANCE IN MAKING PRE-INVESTMENT ANALYSIS, ETC.

6. DISCUSSION COULD THEN FOCUS ON FUTURE ACTIVITIES IN
TRADE AND INVESTMENT AREA. WE AGREE WITH YOUR PREFERENCE
FOR POSTPONING IN-DEPTH DISCUSSIONS OF TRADE AND INVEST-
MENT MATTERS UNTIL AFTER OPIC INVESTMENT MISSION.
HOWEVER, WE WOULD LIKE TO PROPOSE IN JOINT COMMISSION
MEETING ESTABLISHMENT OF TEMPORARY US-JORDANIAN STUDY
GROUP TO REVIEW QUESTION OF HOW BEST TO APPROVE TRADE
AND INVESTMENT ELEMENT OF JOINT COMMISSION AND TO MAKE
RECOMMENDATIONS TO BE CONSIDERED BY SUBSEQUENT MEETING
OF COMMISSION. PERHAPS OPIC COULD DESIGNATE SOMEONE
TO WORK WITH EMBASSY AND GOJ TO DEVELOP SUCH RECOMMEND-
ATIONS. THIS WOULD PERMIT MORE CAREFUL AND SYSTEMATIC
APPROACH AND MINIMIZE RISK TO LATER DISILLUSIONMENT.PICKERING

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INFO OCT-01 ISO-00 OES-03 AID-05 CIAE-00 COME-00 EB-07

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FM AMEMBASSY AMMAN

TO SECSTATE WASHDC PRIORITY 3535

INFO AMEMBASSY DACCA PRIORITY

AMEMBASSY NEW DELHI PRIORITY

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DACCA AND NEW DELHI FOR ADMINISTRATOR PARKER

7. AMONG OPTIONS WE WOULD WISH TO BE EXAMINED ARE THE
FOLLOWING:

A. US-BASED SYMPOSIUM (SUGGESTED PARA 4 REFTTEL) TO
INTRODUCE WIDER RANGE OF US FIRMS TO TRADE OPPORTUNITIES
IN JORDAN;

B. FORMATION OF US-JORDAN JOINT CHAMBER OF COMMERCE TO CREATE A FORMAL LINK BETWEEN US AND JORDANIAN BUSINESS ORGANIZATIONS AND TO HELP PROVIDE US FIRMS WITH INFORMATION ON JORDAN. THIS GROUP WOULD BE PRIVATE BUSINESS ORIENTED AND OPERATE IN CLOSE CONJUNCTION WITH THE COMMERCIAL ACTIVITIES OF JORDAN EMBASSY, WASHINGTON AND US EMBASSY, AMMAN;

C. THE CREATION OF A SUB-GROUP OF THE JOINT COMMISSION, HEADED BY WELL-KNOWN AND SYMPATHETIC US AND JORDANIAN BUSINESSMEN OF STATURE (I.E. DAVID ROCKEFELLER OF CHASE MANHATTAN FOR US COMES TO MIND), BUT ALSO INCLUDING REPRESENTATIVE FROM OPIC, STATE, COMMERCE AND OTHERS AS APPROPRIATE TO PROVIDE FOR A MORE OFFICIAL AND FORMAL LIMITED OFFICIAL USE

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MECHANISM FOR STIMULATING TRADE AND INVESTMENT.

THERE MAY INDEED BE OTHER BETTER OPTIONS. THE IMPORTANT THING IT SEEMS TO US IS TO DEVISE AN APPROACH TO PRIVATE SECTOR ELEMENT OF JOINT COMMISSION WHICH IS BOTH IMAGINATIVE AND REALISTIC. IN ADVANCE OF REVIEW BY PROPOSED STUDY GROUP WE WOULD APPRECIATE REACTIONS OF AID/W, OPIC AND THE DEPARTMENT TO OPTIONS LISTED ABOVE. IF THERE IS GENERAL AGREEMENT IN WASHINGTON WE MIGHT USEFULLY MENTION THEM IN JOINT COMMISSION MEETING AS ALTERNATIVES TO BE CONSIDERED.

8. WE ARE WORKING WITH GOJ ON BASIS OF AGENDA PREPARED LAST SEPTEMBER. IT REPRESENTS GENERAL CONSENSUS OF OUR JOINT VIEWS ON SUBJECTS TO BE DISCUSSED. AS WE REFINE AGENDA WE WILL KEEP WASHINGTON INFORMED.

9. IN REPLY TO QUERY PARA 5 REFTEL, WE BELIEVE THE GOJ WILL WISH TO ACCOMPLISH THE FOLLOWING DURING THE JANUARY COMMISSION MEETING:

A. GOJ OFFICIALS AT THE MEETING WILL WISH TO FOCUS PRIMARILY ON ECONOMIC DEVELOPMENT AND WILL PROBABLY NOT BE EMPOWERED TO MAKE ANY COMMITMENTS REGARDING FUTURE OF BUDGET SUPPORT, WHICH IS AN AREA PRIME MINISTER INSISTS ON HANDLING PERSONALLY. (WE DO NOT, HOWEVER, BELIEVE WE NEED BE INHIBITED FROM BRINGING UP OUR INTEREST IN INCREASING ECONOMIC DEVELOPMENT AS MEANS GRADUALLY REDUCING BUDGET SUPPORT.)

B. GOJ WILL WISH TO ACQUAINT AID ADMINISTRATOR PARKER PERSONALLY WITH JORDAN AND ITS PROJECTS AND PLANS.

C. GOJ WILL SEEK GENERAL COMMITMENT FROM USG REGARD-
INF PROVISION OF FUTURE PROJECT ASSISTANCE AND OUR
INTEREST IN CONTINUING AID AND PROBABLY PL-480 AT
LEVELS ABOVE THOSE PRESENTLY SET.

D. GOJ MAY PRESENT SOME SPECIFICS OF MAJOR GOJ PROJECT
INTERESTS (E.G. YARMOUK BASIN AND RIFT BALLEY) AND ASK
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FOR USG CONSIDERATION OF ASSISTANCE.

E. GOJ WILL NOT PUSH FOR SPECIFIC PROJECT AGREEMENTS
BUT WILL PROBABLY WISH TO ISSUE SOME TYPE OF PUBLIC
STATEMENT AT CONCLUSION OF JOINT COMMISSION MEETING.
EMBASSY WILL WORK OUT DRAFT STATEMENT DURING PARKER
VISIT

AND POSSIBLY ALSO INCLUDING SOME ASPECTS OF
THAT VISIT IF PARKER AND GOJ SO WISH, AND SUBMIT TO
DEPARTMENT FOR APPROVAL AS SOON AS POSSIBLE.

10. DEPARTMENT PLEASE REPEAT REFTEL TO DACCA AND NEW
DELHI FOR AID ADMINISTRATOR PARKER.
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